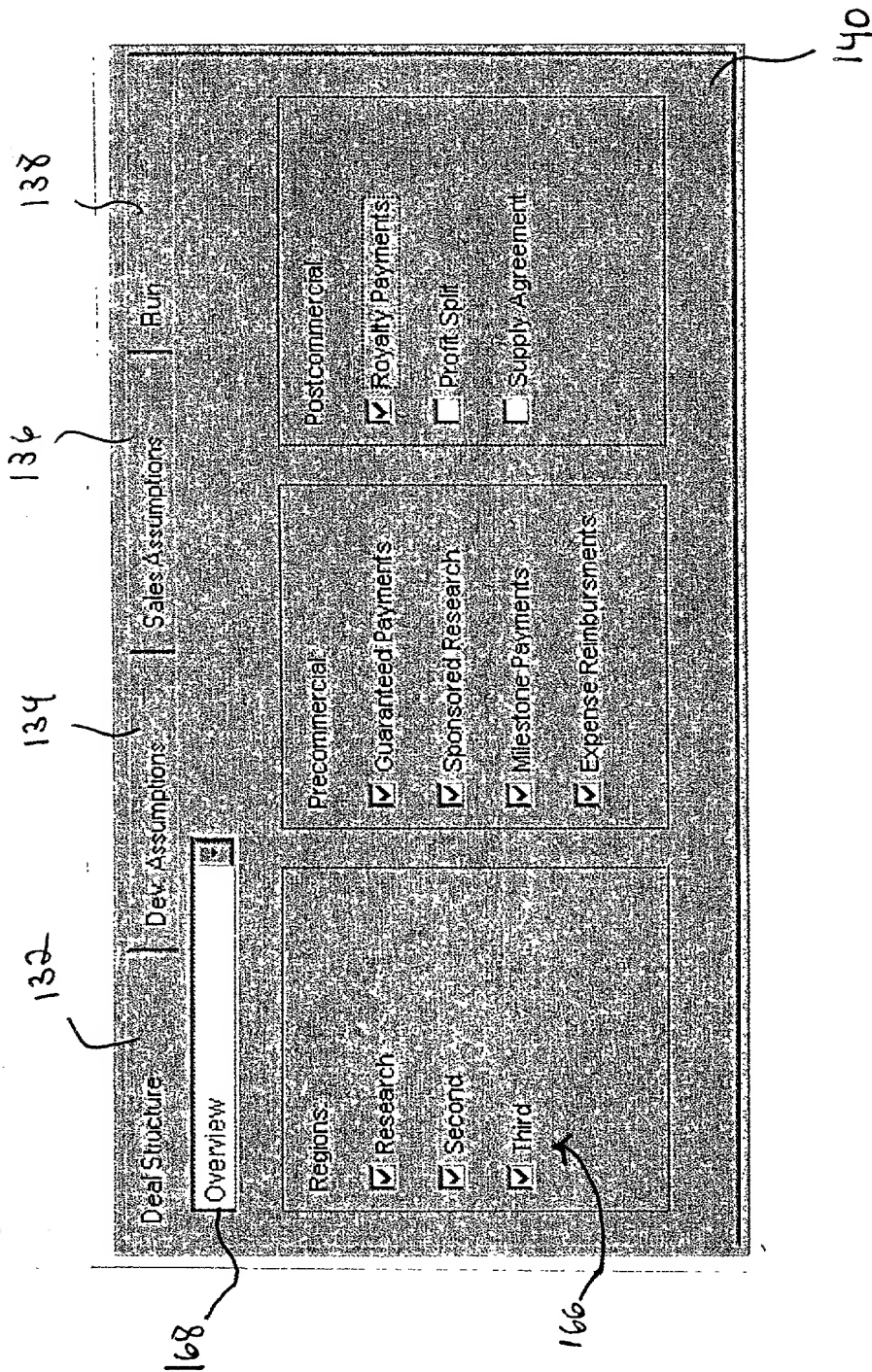


FIG. 1



F16.2

132
134
136
138

Deal Structure

Second Region

Dev. Assumptions

Sales Assumptions

Run

Second Region Development Costs (\$Millions/Year)

	Discovery	Validation	Precinical	IND Eling.	Phase I	Phase II	Phase III	ND/A Eling.
Totals	0.000	0.000	0.000	0.100	1.610	3.970	9.580	7.005

Regional Development Costs Relate to Research Region

Multiplier	0.0	R & D	0.8	Clinical	1.0	Sales	0.5	Manuf.	Time Offset
									1.000 (%)
									G & A Rate
									20.0 (%)

176 178 180 182 184 186 190

144

Fig. 4

Deal Structure:

☒ Sigmoid Sales Curve

☐ Flat Sales Curve

Dev. Assumptions

196 198 200 202

Odds(%)	Sales(\$MM)	Lifetime(Y)	Margin(%)
<input checked="" type="checkbox"/> 15.0	500,000	15,000	50.0
<input checked="" type="checkbox"/> 20.0	200,000	12,000	40.0
<input checked="" type="checkbox"/> 30.0	100,000	12,000	35.0
<input checked="" type="checkbox"/> 20.0	50,000	10,000	25.0
<input checked="" type="checkbox"/> 15.0	20,000	8,000	15.0

Sales Assumptions

Run

2nd Region Multiplier: 1.300

3rd Region Multiplier: 1.000

204

206

FIG. 6

Figure 1 is a screenshot of a software interface for financial modeling, specifically a "Deal Structure" window. The window has three tabs: "Dev. Assumptions", "Sales Assumptions", and "Run". The "Dev. Assumptions" tab is currently selected. Below the tabs, there is a section titled "Guaranteed Payments" with a dropdown menu. The main area of the window contains a table with two columns: "Time of Receipt (Y)" and "Payment (Millions)". The table has two rows of data. Below the table, there is a note: "Time values are relative to the commencement of Phase I". The interface includes various input fields and buttons, with handwritten annotations 132, 134, 136, 138, 168, 210, 208, and 150 pointing to specific elements.

Time of Receipt (Y)	Payment (Millions)
0.000	0.500
1.000	1.000

Time values are relative to the commencement of Phase I

Time of Receipt (Y)	Payment (Millions)
0.000	0.000
0.000	0.000

Time values are relative to the commencement of Current Stage

Fig. 7

168
132
134
136
138

Deal Structure

Dev. Assumptions

Sales Assumptions

Run

Sponsored Research

Starting Time (Y)	0.000	3.000	0.000	0.000
Ending Time (Y)	3.000	5.000	0.000	0.000
Rate (\$M/Y or #FTEs)	5.000	3.000	0.000	0.000

Time values are relative to the commencement of

Express rates as

☒ Millions
 ☐ Full Time Equivalents
 ☐ FTE Rate (Millions/Year)

216
218
220
222
214
152

FIG. 8

138

136

134

132

Deal Structure		Dev. Assumptions		Sales Assumptions		Run
Milestone Payments						228
						226
Research Region (Millions)		Second Region (Millions)		Third Region (Millions)		
Target Validation	0.000	Target Validation	0.000	Target Validation	0.000	
Precin. Initiation	0.000	Precin. Initiation	0.000	Precin. Initiation	0.000	
Clean Toxicology	0.000	Clean Toxicology	0.000	Clean Toxicology	0.000	
IND Filed	0.000	IND Filed	0.000	IND Filed	0.000	
Phase II Initiation	0.000	Phase II Initiation	0.000	Phase II Initiation	0.000	
Phase III Initiation	0.000	Phase III Initiation	0.000	Phase III Initiation	0.000	
NDA/PLA Filed	5.000	NDA/PLA Filed	5.000	NDA/PLA Filed	5.000	
Approval	0.000	Approval	0.000	Approval	0.000	

168

224

154

F16.9

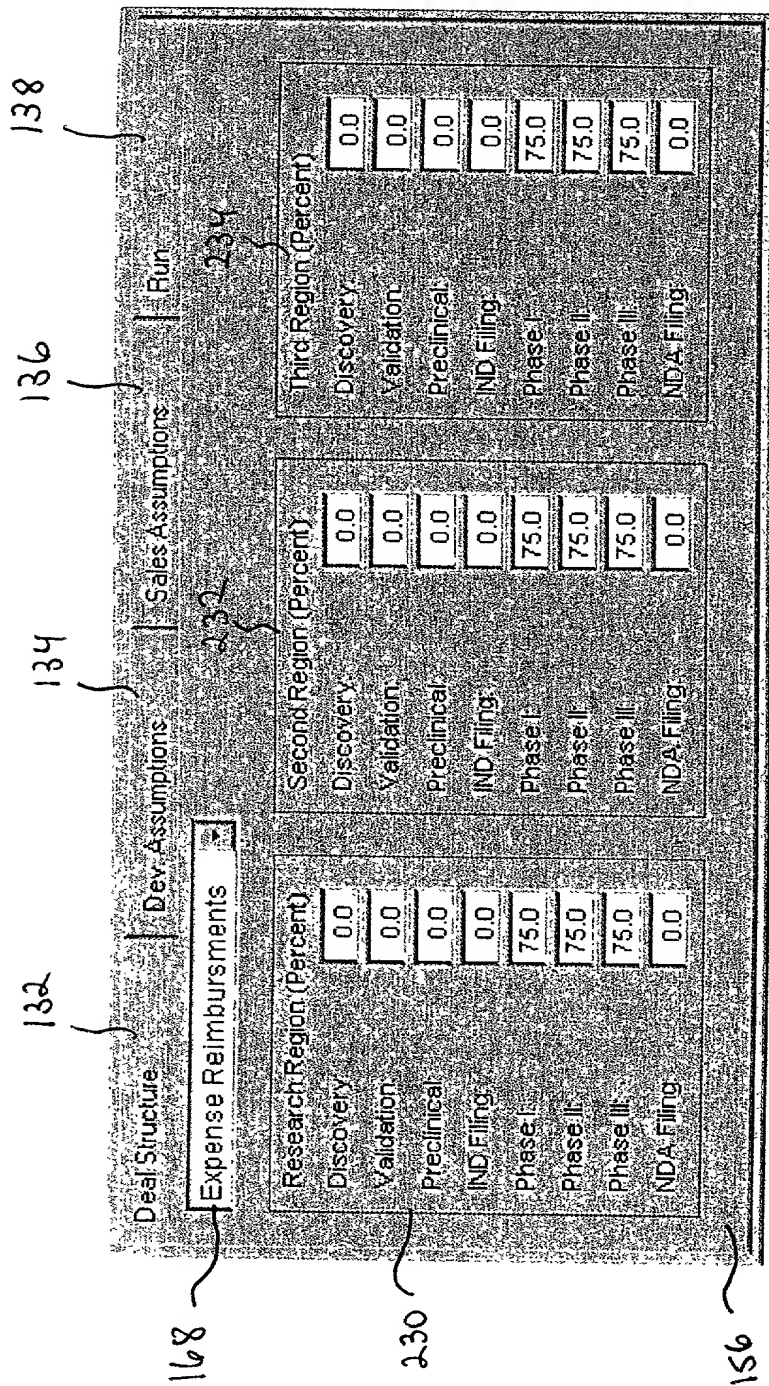


FIG. 10

Deal Structure
Dev. Assumptions
Sales Assumptions
Run

Royalty Payments

168

132

134

136

138

Research Region

Rate(%)	Threshold(\$M)
7.0	0.000
10.0	0.000
0.0	0.000
0.0	0.000
0.0	0.000

☒ No Threshold
☐ Cumulative Threshold
☐ Annual Threshold

Second Region

Rate(%)	Threshold(\$M)
7.0	300.000
10.0	0.000
0.0	0.000
0.0	0.000
0.0	0.000

☐ No Threshold
☐ Cumulative Threshold
☒ Annual Threshold

Third Region

Rate(%)	Threshold(\$M)
6.0	800.000
8.0	1500.000
10.0	0.000
0.0	0.000
0.0	0.000

☐ No Threshold
☒ Cumulative Threshold
☐ Annual Threshold

158

FIG. 11

168 { 132 { 134 { 136 { 138 { 160

Deal Structure | Dev. Assumptions | Sales Assumptions | Run

Profit Split 242

Research Region 244

Start Q2	Finish Q2	Take (%)
0.00	5.00	50.0
0.00	5.00	70.0
0.00	5.00	70.0
0.00	5.00	70.0

Splits: Two 256

Second Region 246

Start Q2	Finish Q2	Take (%)
0.00	5.00	50.0
0.00	5.00	70.0
0.00	5.00	70.0
0.00	5.00	70.0

Splits: Two 256

Third Region 248

Start Q2	Finish Q2	Take (%)
0.00	5.00	50.0
0.00	5.00	70.0
0.00	5.00	70.0
0.00	5.00	70.0

Splits: Two 256

FIG. 12

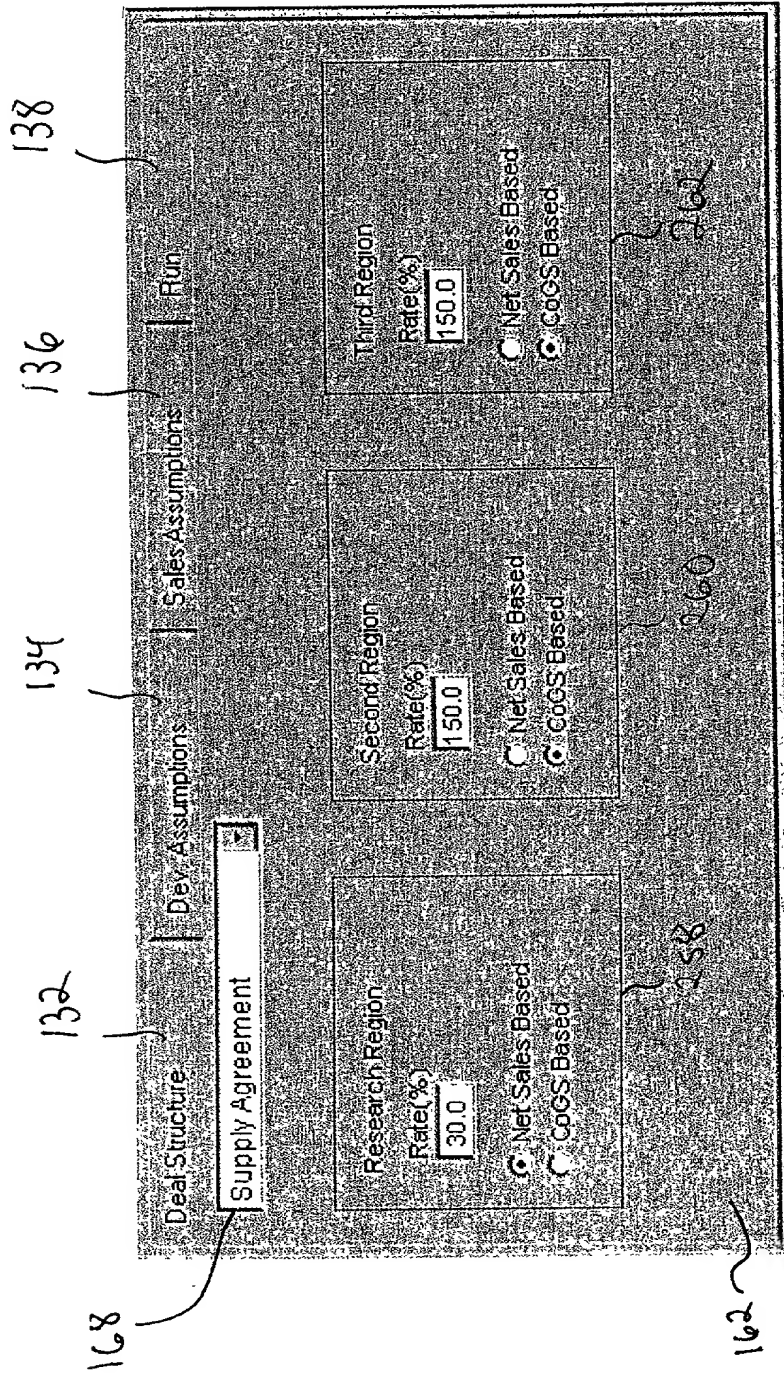


FIG. 13

Deal Structure

264

Likelihood of Success:	
Discovery	100.0
Validation	75.0
Preclinical	100.0
IND Filing	40.0
Phase I	100.0
Phase II	70.0
Phase III	80.0
NDA Filing	90.0

Dev Assumptions

Rate

10.0

Iterations

10000

Current Dev Stage

Precinical

Run

Graph

Sales Assumptions

268

270

272

276

Run

	Mean (\$M)	Median (\$M)	Success (%)
Unpartnered NPV	45,365	13,990	13,450
R & D Company	19,935	1,740	40,940
Client Company	25,430	12,251	12,150

FIG. 14

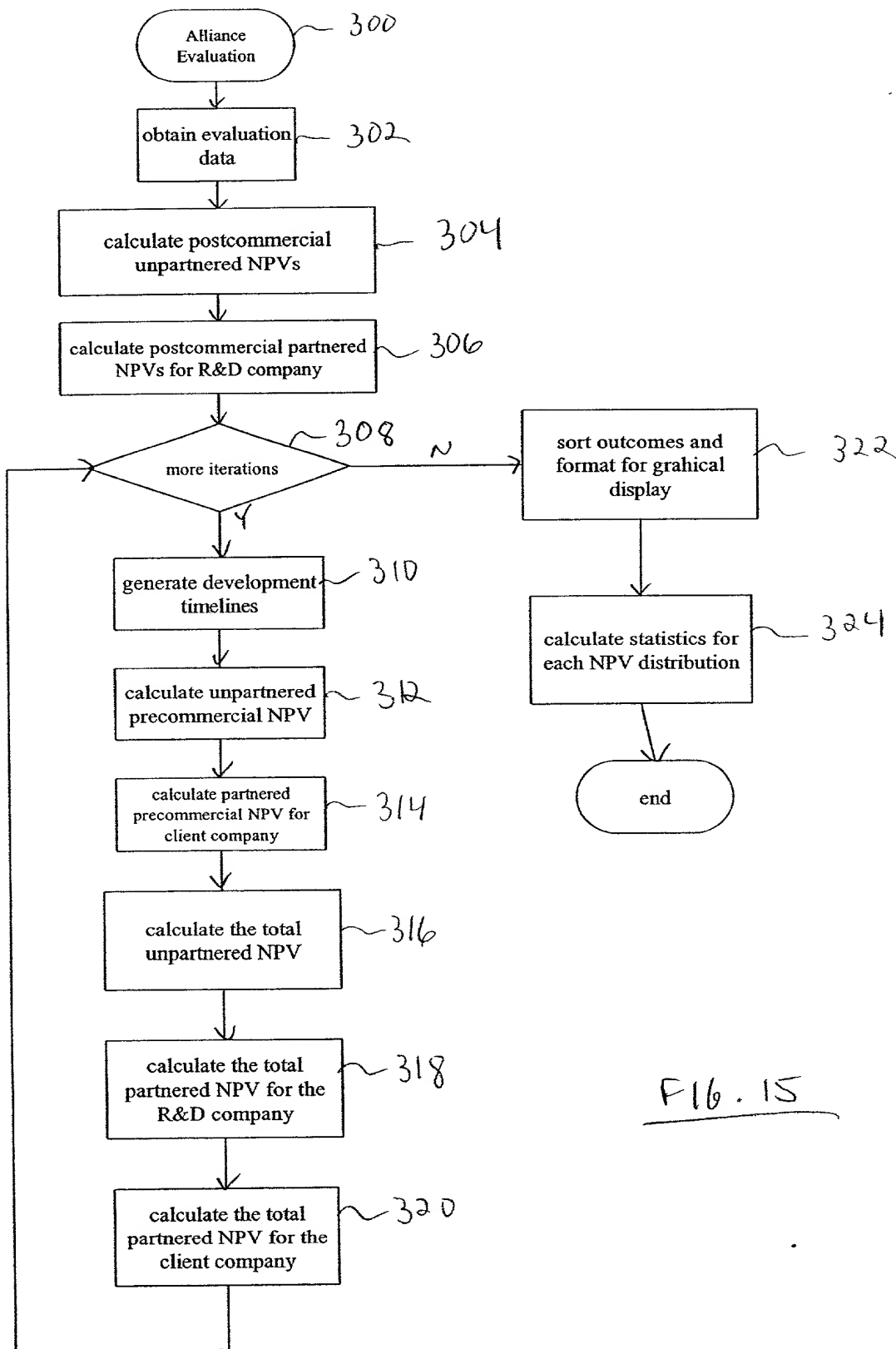


FIG. 15

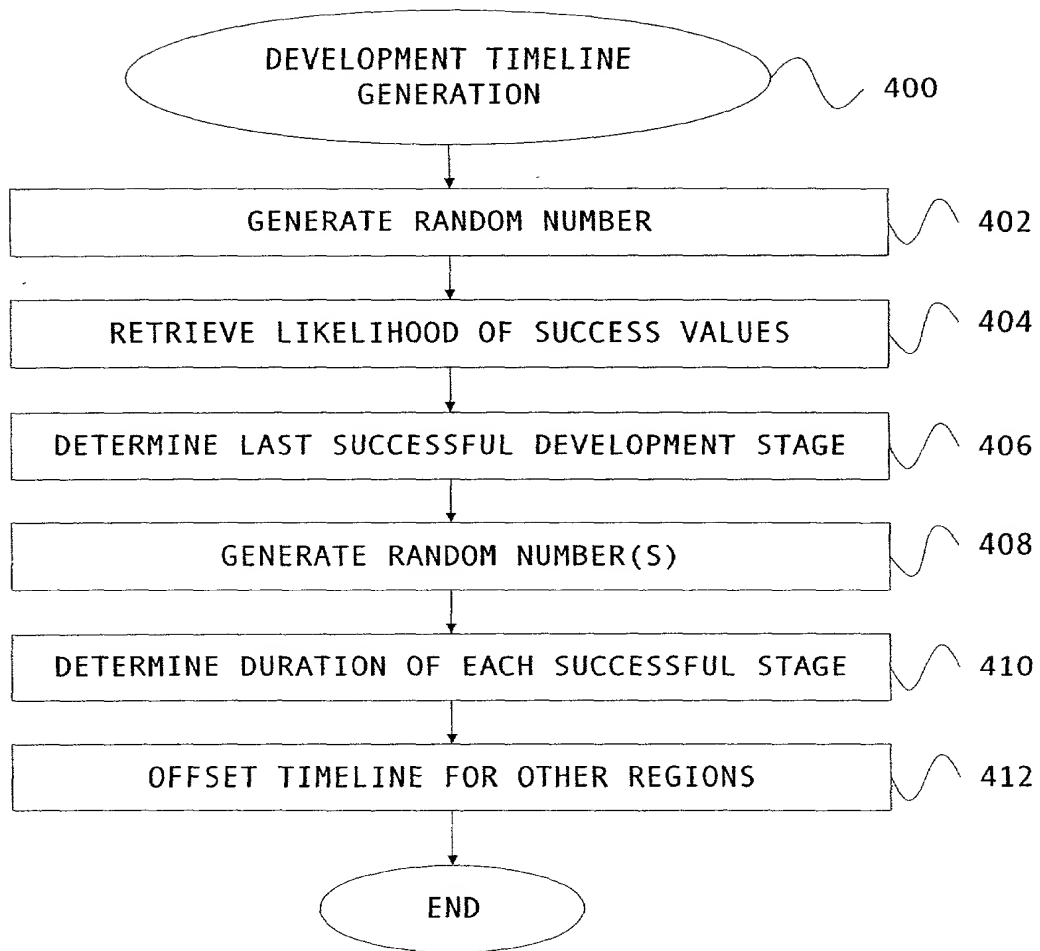


FIG. 16

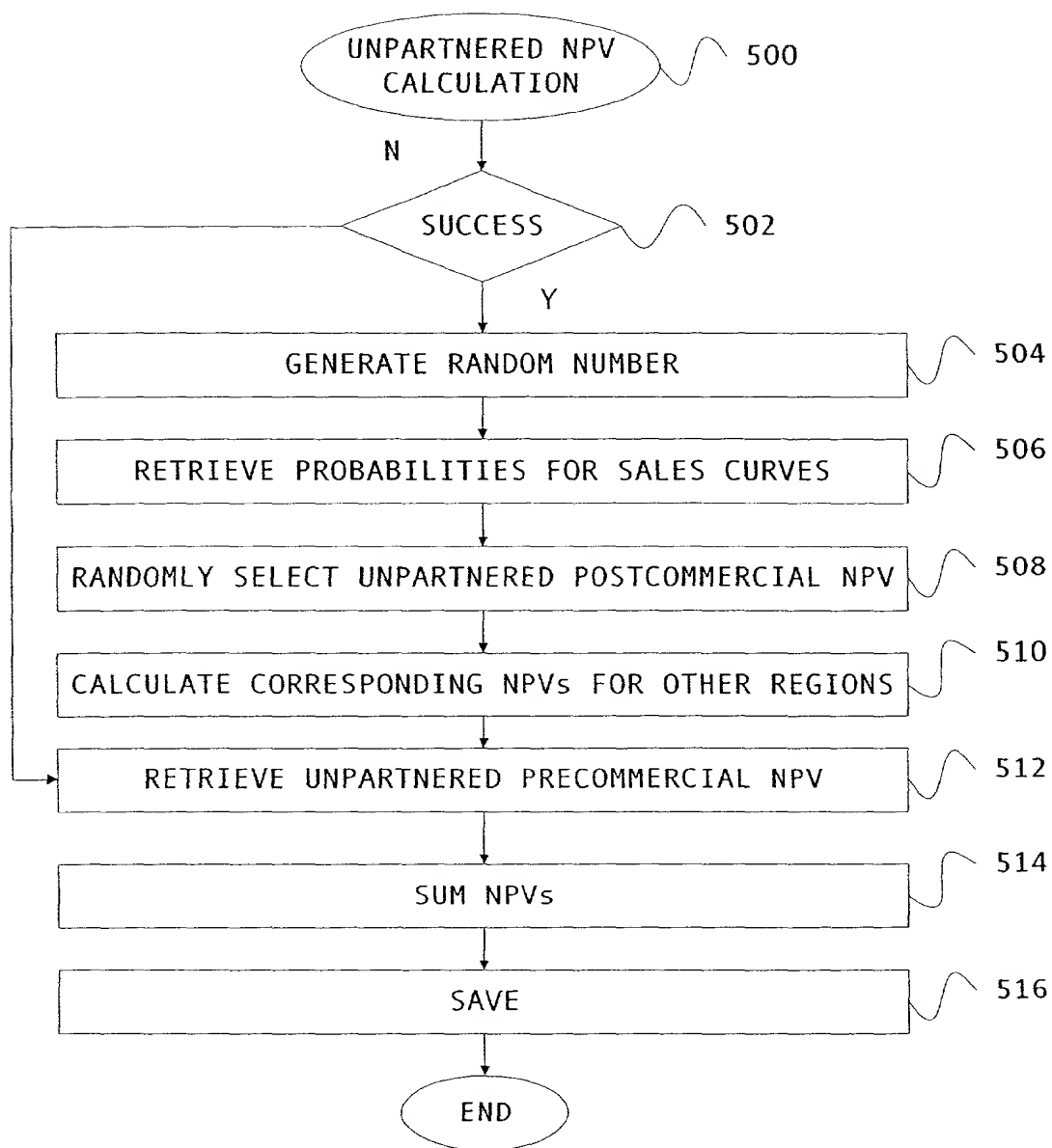


FIG. 17

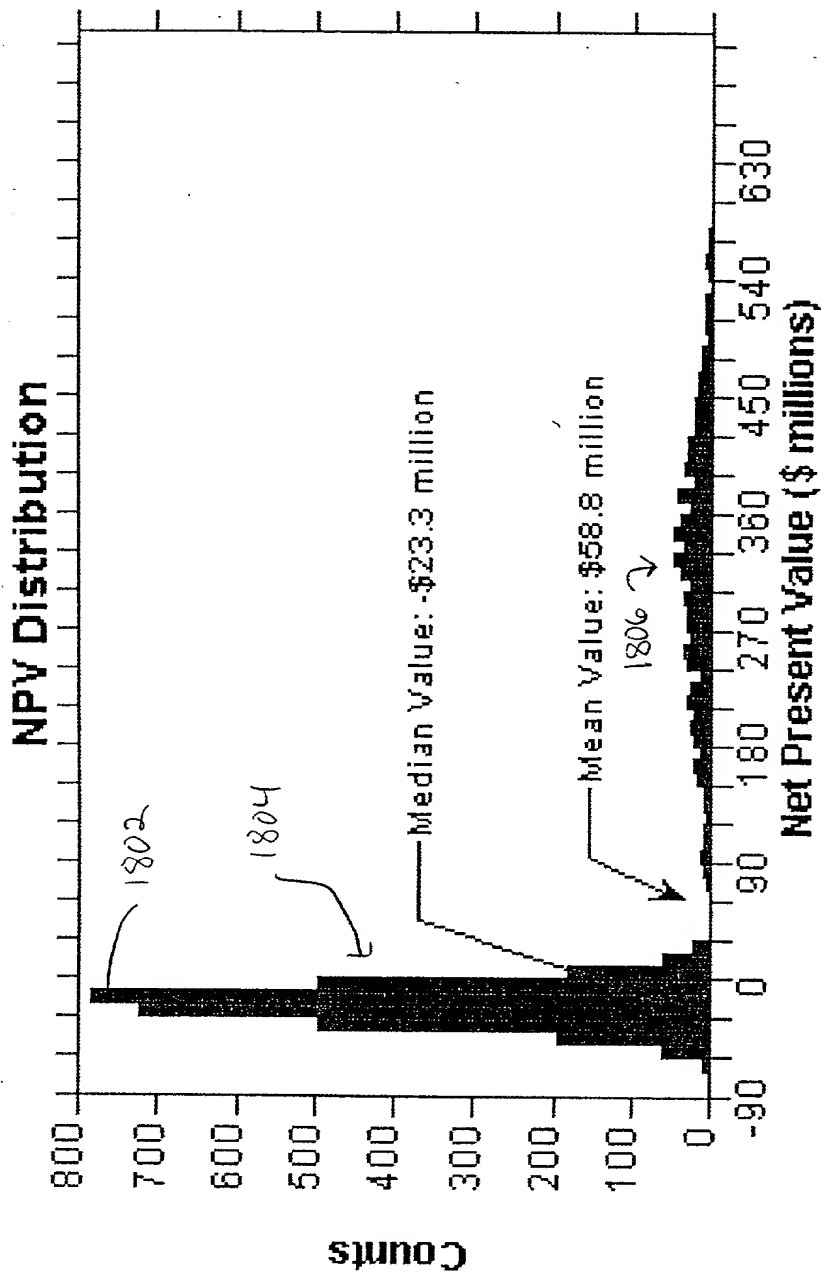


Fig. 18

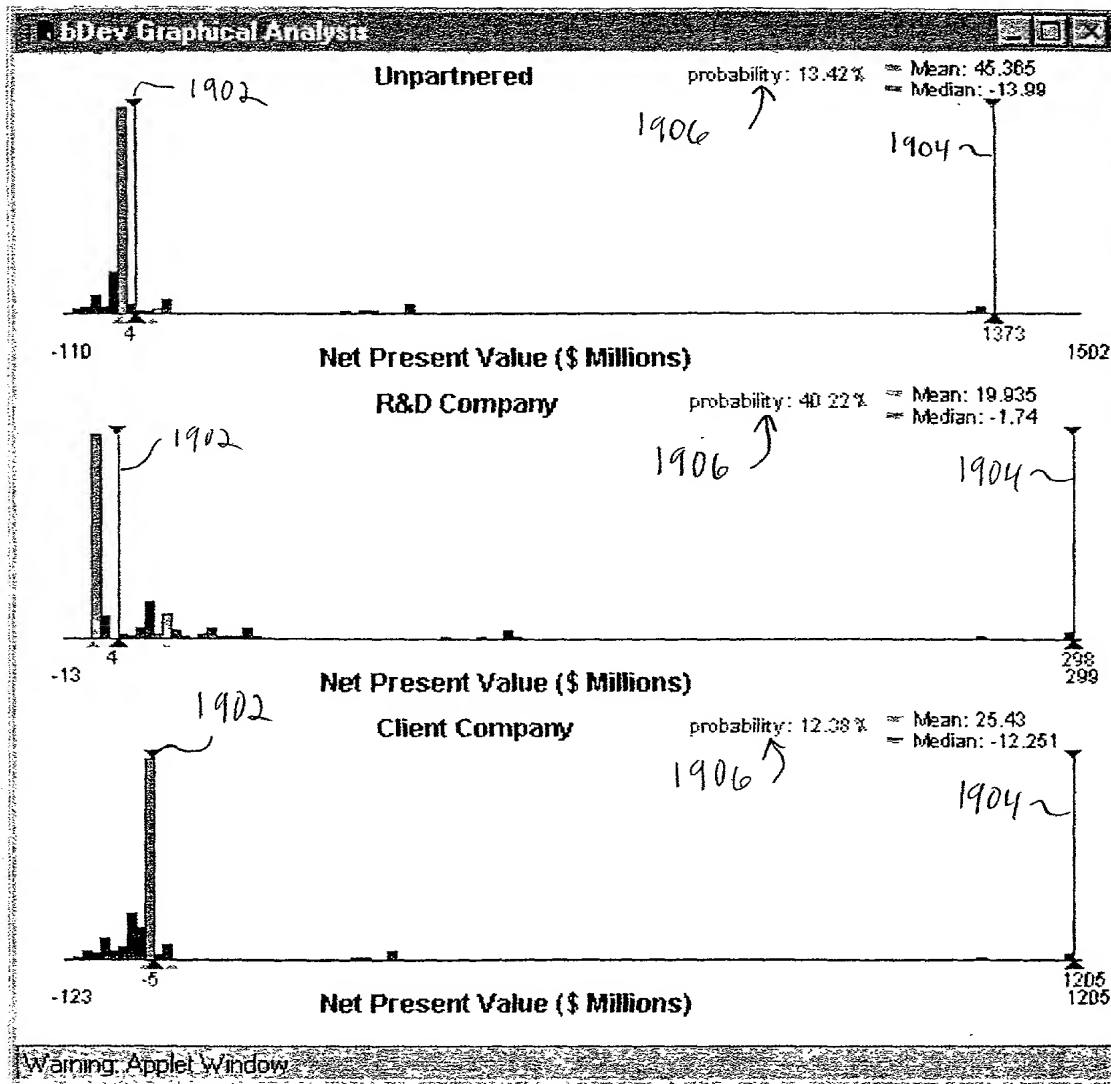


Fig. 19

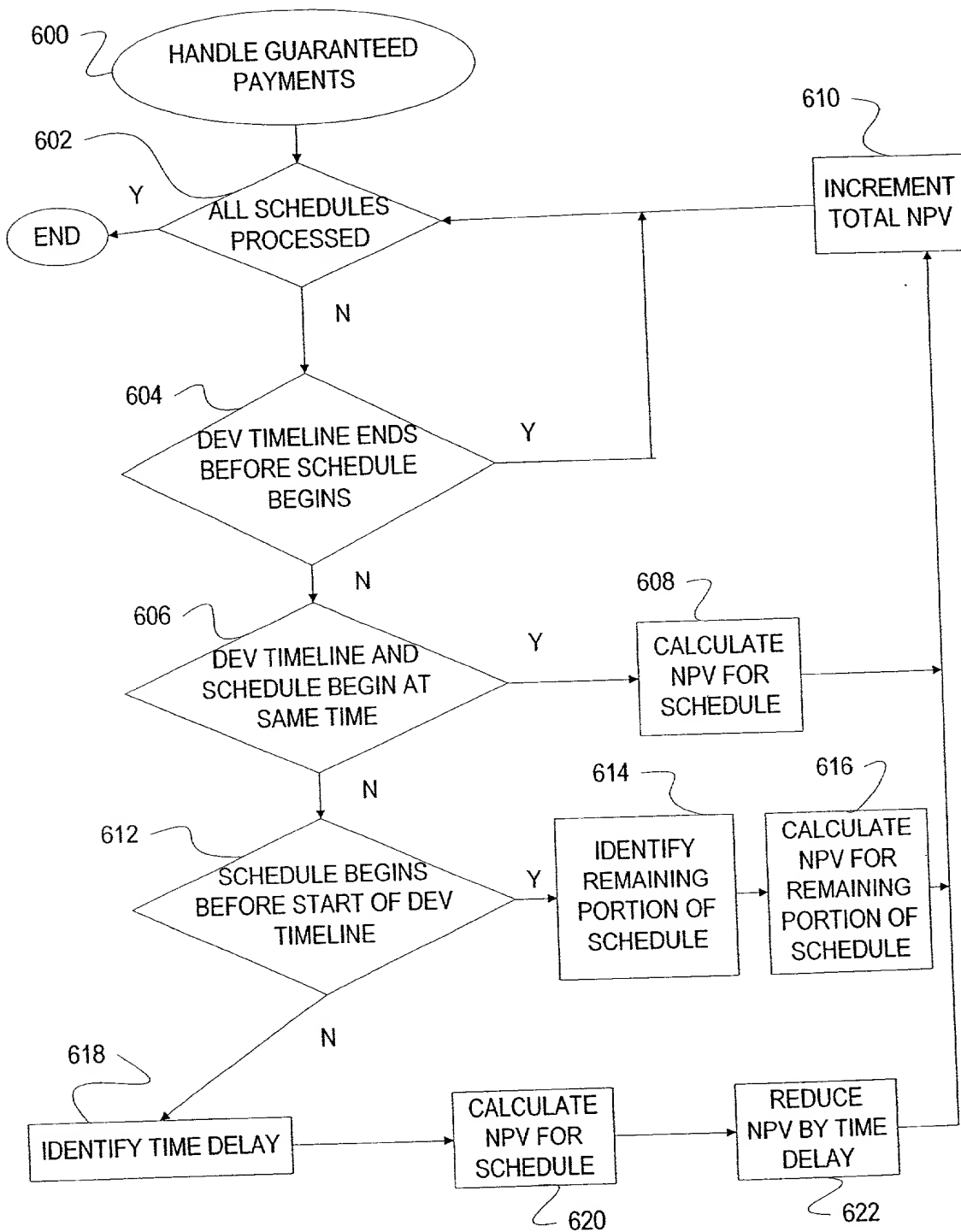


FIG. 20

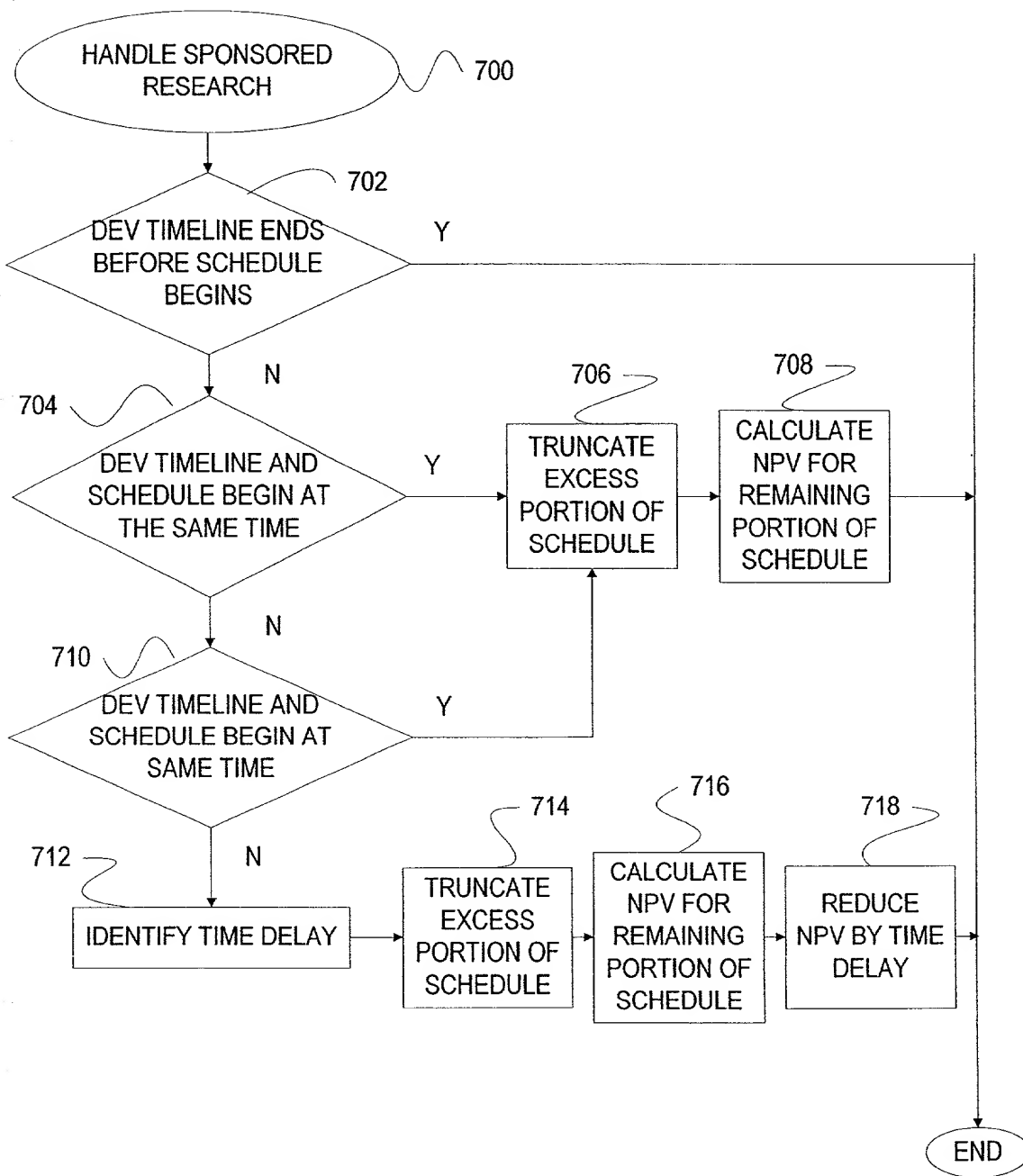


FIG. 21

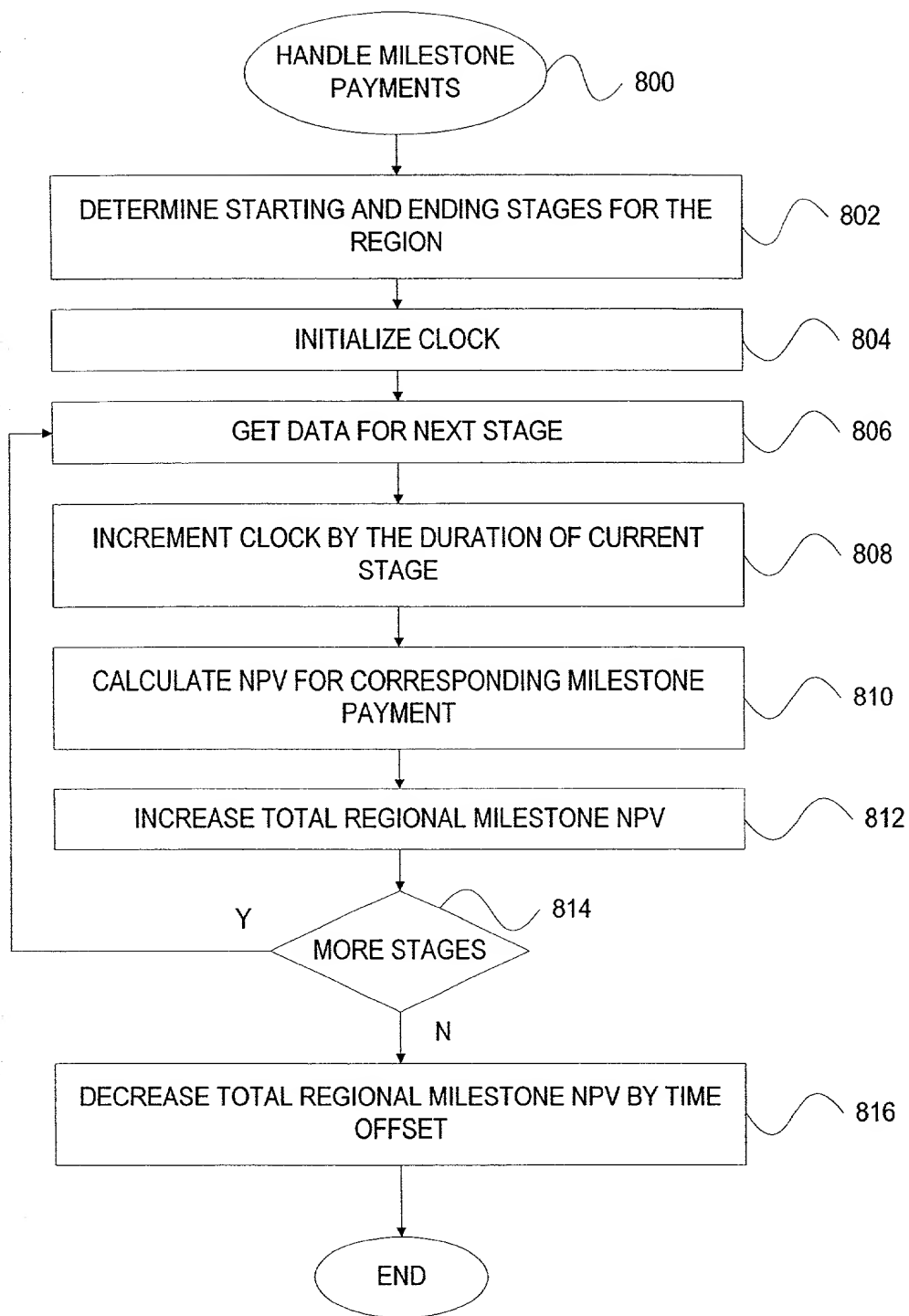


FIG. 22

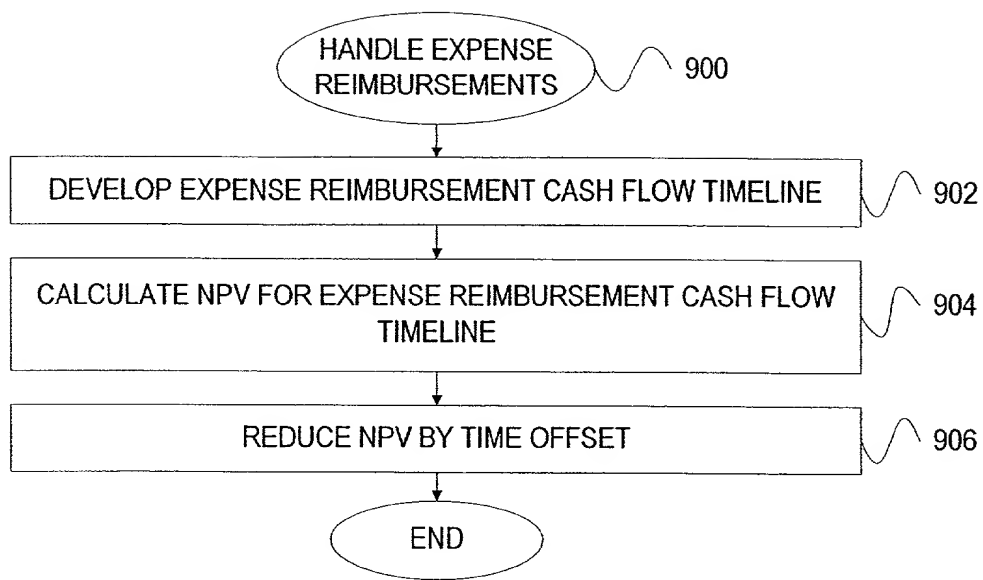


FIG. 23

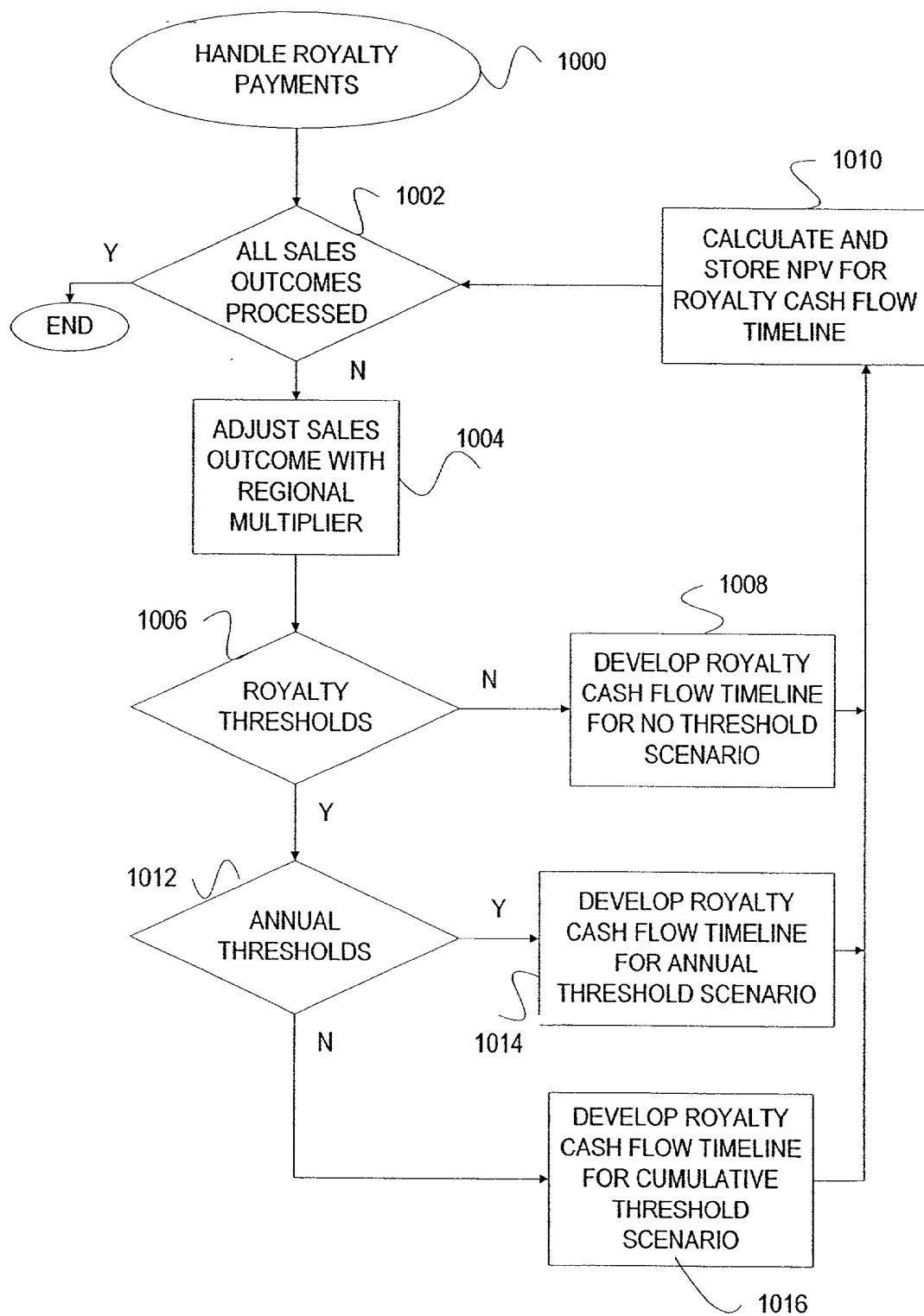


FIG. 24

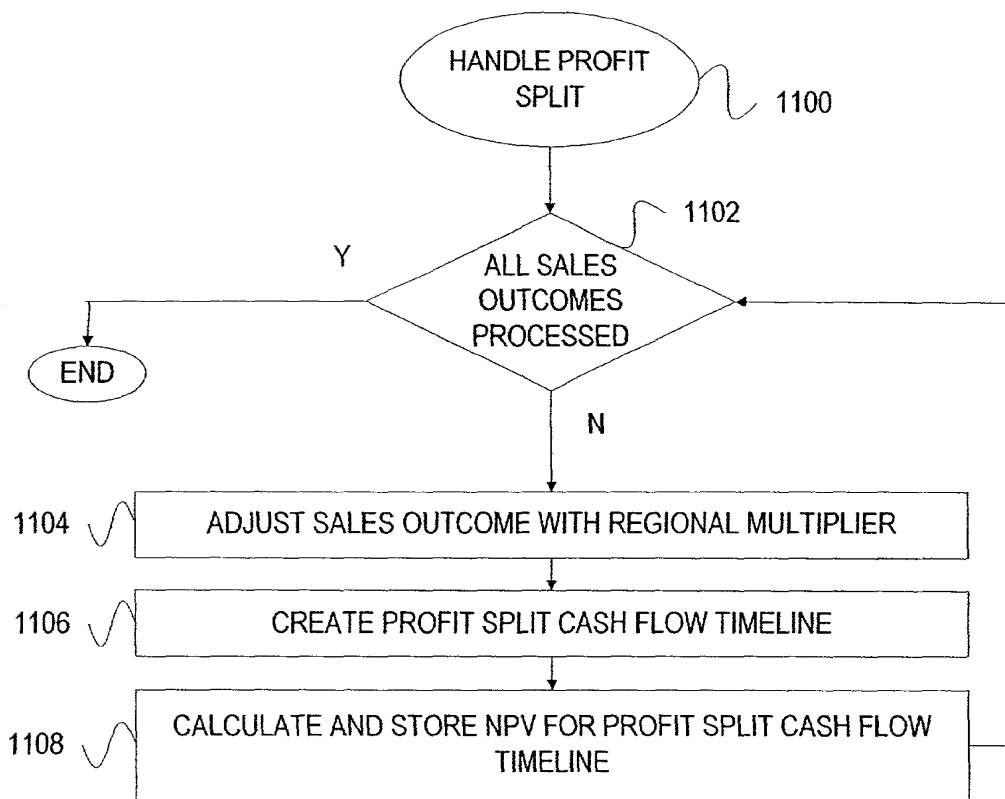


FIG. 25

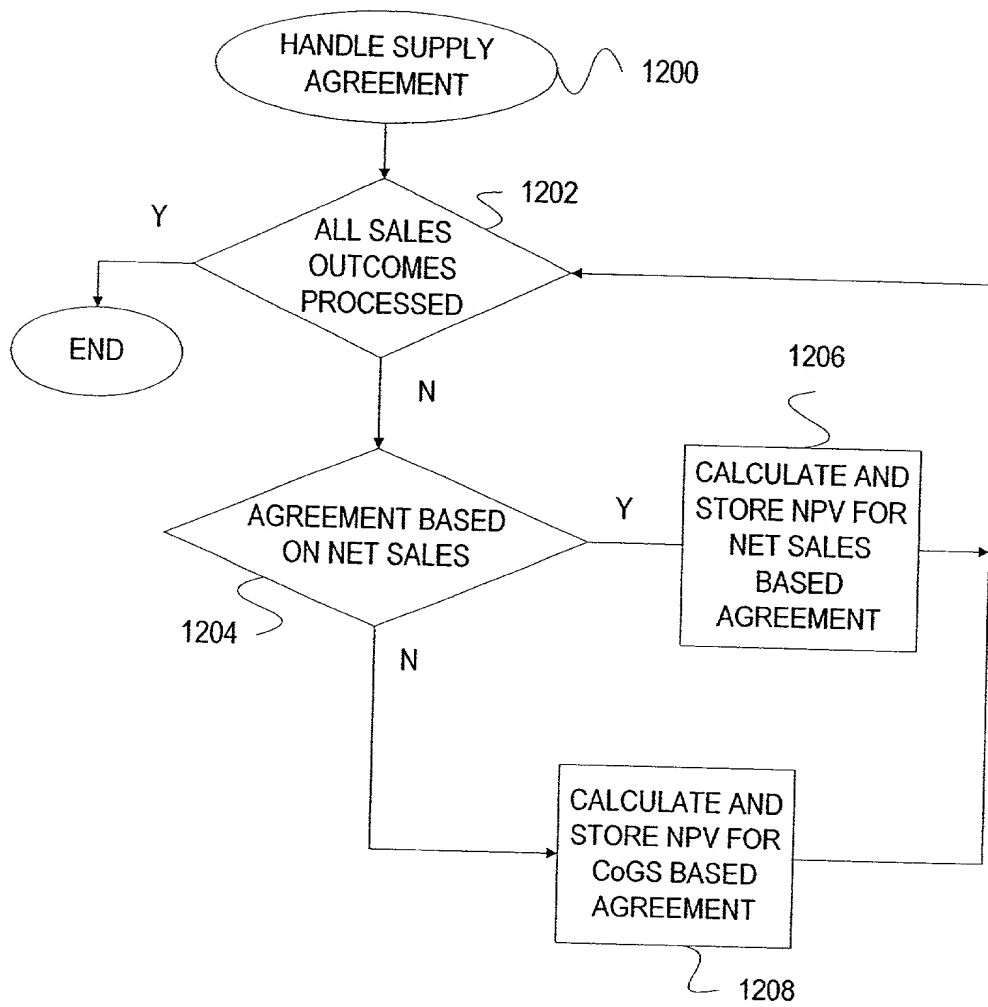


FIG. 26